

PROVISION	VERIZON (proposed 2005)	MGC/COX (1998)	COMCAST (2005)
Build-out requirements (coverage)	Cable service available without line extension surcharges to at least 85% of County households in its franchise area	Cable service available without line extension surcharges to at least 85% of County households in its franchise area	Cable service available without line extension surcharges to at least 85% of County households in its franchise area
Build-out schedule and rate	Initial service area within 3 years; throughout franchise area within 7 years; approximately 355,000 homes in 7 years, at an average rate of about 50,700 homes per year	Commence construction within 1 year; complete construction within 5 years after construction commenced; approximately 220,000 homes, a rate of about 44,000 homes per year (1982 franchise)	N/A. Reston system was constructed prior to first franchise grant by County.
Franchise term	15 years	15 years	15 years
Franchise fee	5% of gross revenues	5% of gross revenues	5% of gross revenues
PEG support	3% of gross revenues less franchise fees; I-Net funding support equivalent to Cox	3% of gross revenues less franchise fees; I-Net constructed by Cox, paid for by the County using PEG support funds	Commitment to continue to operate Channel 28 as LO/public access channel for at least 5 years; support dedicated to I-Net; per subscriber charge; total assigned value approximately 3% of gross revenues less franchise fees
Audit provisions	County may audit for amounts payable under the franchise	County may audit for amounts payable under the franchise	County may audit for amounts payable under the franchise

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PEG Channels	Up to 18: 11 to be activated immediately; identifies 7 additional channels based on need and technology	Up to 18: 10 currently activated; identifies 8 additional channels based on need and technology	Up to 18: 11 currently activated; identifies 7 additional channels based on need and technology
Cable service to County-designated buildings	Build to and provide cable service at no charge	Build to and provide cable service at no charge	Build to and provide cable service at no charge
Reports	Annual, quarterly, and special reports to the County on complaints, customer service compliance, service outages, products and services offered, service coverage and financials	Annual, quarterly, and special reports to the County on complaints, customer service compliance, service outages, products and services offered, service coverage and financials	Annual, quarterly, and special reports to the County on complaints, customer service compliance, service outages, products and services offered, service coverage and financials
Customer service	Comply with federal and County customer service standards	Comply with federal and County customer service standards	Comply with federal and County customer service standards
Enforcement mechanisms: Liquidated damages	Liquidated damages for failure to comply with franchise terms	Liquidated damages for failure to comply with franchise terms	Liquidated damages for failure to comply with franchise terms
Enforcement mechanisms: Revocation of franchise	Revocation for “material violations”	Revocation for “material violations”	Revocation for “material violations”
Financial viability	Verizon Virginia (2004) Revenues \$2.146 billion Assets \$4.151 billion	Cox Communications Inc. (2004) Revenues \$ 6.425 billion Assets \$29.254 billion	Comcast of Virginia – Reston (2004) Revenues \$ 20 million Assets \$ 77 million

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Financial - Insurance provisions	Commercial general liability of \$2 million, copyright infringement of \$2 million; must name the county as additional insured	Commercial general liability of \$2 million, copyright infringement of \$2 million; must name the county as additional insured	Commercial general liability of \$2 million, copyright infringement of \$2 million; must name the county as additional insured
Financial - Mechanisms to secure performance	Performance bond and letter of credit	Performance bond and security deposit	Performance bond and letter of credit
Technical performance standards and enforcement	Perform FCC and County technical performance tests in consultation with County inspectors	Perform FCC and County technical performance tests in consultation with County inspectors	Perform FCC and County technical performance tests in consultation with County inspectors
Construction standards and enforcement	Not specified in franchise agreement, regulated by SCC. However, Verizon has provided the County a letter allowing County inspections and enforcement.	Specified in franchise agreement	Specified in franchise agreement